

**CITY OF BAINBRIDGE ISLAND  
2018 LODGING/TOURISM FUND PROPOSAL  
COVER SHEET**

Project Name:

Friends of the Farms Harvest Fair

Name of Applicant Organization:

Friends of the Farms

Applicant Organization IRS Chapter 501(c)(3) or 501(c)(6) Status and Tax ID Number:

91-2116900

Date of Incorporation as a Washington State Corporation and UBI Number:

Incorporated 2001 d/b/a Trust for Working Landscapes UBI# 91-2116900

Primary Contact:

Heather Burger, Executive Director

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**Please indicate the type of project described in your proposal:**

<b>✓</b>	<b>Project Type</b>
<input type="checkbox"/>	Tourism marketing
<input checked="" type="checkbox"/>	Marketing and operations of special events and festivals designed to attract tourists
<input type="checkbox"/>	Supporting the operations of a tourism-related facility owned or operated by a nonprofit organization*
<input type="checkbox"/>	Supporting the operations and/or capital expenditures of a tourism-related facility owned or operated by a municipality or a public facilities district*

\*If the proposal requests funds for a tourism-related facility, please indicate the legal owner of that facility:

**LODGING/TOURISM FUND APPLICATION**  
**Applicant Information**

Please respond to each of these questions in the order listed. If the proposal includes multiple partners, please include the requested information for each organization.

**1.** Describe the applicant organization's mission, history, and areas of expertise. Describe the applicant's experience in tourism promotion on Bainbridge Island and its demonstrated ability to complete the proposed project.

*Alternate question for event or facility funding:*

Describe the event or facility proposed including its purpose, history, and budget. Include past attendance history if applicable, and estimate the number of tourists drawn to the event or facility/year. Please estimate total attendance and the number of tourists estimated to attend for 2018. How has the activity been promoted in the past (if applicable) and what promotion is planned for 2018?

**Purpose**

The purpose of Harvest Fair is to increase awareness of the value of local agriculture and food through hands-on activities alongside educational opportunities on publicly owned farmland.

**History**

Harvest Fair began over 20 years ago as a community celebration and chili feed. Originally held near Bay Hay & Feed in Rolling Bay, the event became so popular a larger venue was needed. Sixteen years ago, Friends of the Farms took over the event, moved it to publicly owned Johnson Farm, and created what is now a highly anticipated all-day experience for all ages. From carriage rides and cider pressing to sheep shearing, local music, and locally grown and prepared foods, Harvest Fair connects people to our public land and our agricultural community.

**Budget**

See attached.

**Attendance history**

Average annual attendance over the life of Harvest Fair is approximately 2,500 adults and children. The event is held rain or shine and attendance fluctuates with weather conditions from as low as 1,500 to as many as 3,500 over the course of the day.

**Number of tourists drawn to event**

Although it was apparent from informal event staff interviews with Harvest Fair attendees that there were visitors from outside our economic service area, formal data was not collected and documented until last year, when approximately 15% of attendees were tourists.

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**How the event has been promoted in past**

Past Harvest Fair promotional activities have included:

- News releases and feature articles
- Large banner hung across Winslow Way. Smaller banners in areas visible to the public, such as at the intersection of High School Road and Fletcher Bay, at the intersection of Hwy 305 and Day Road, and on Fletcher Bay entrance to Johnson Farm.
- Town & Country Market reader board
- Event listing in various publications and websites, including Chamber of Commerce, Arts & Humanities, Bainbridge Review, Bainbridge Islander
- Bainbridge Community Broadcasting *What's Up Bainbridge* Podcast
- Friends of the Farms website and social media presence
- Posters throughout Bainbridge Island

**How audience expansion will be promoted in 2018**

Friends of the Farms would use LTAC funding to expand Harvest Fair promotion beyond Kitsap County to:

- Provide targeted marketing specific to tourism
- Increase transportation options to make the fair more attractive to overnight and day visitors

See Project Information 1a. below for detailed information on promotional activities.

**2.** If appropriate, please identify the project partner(s) and briefly describe the involvement of each. Please note that the maximum award of \$125,000 will apply to any single project, even if proposed by a team of partners.

While we collaborate with many other local organizations and businesses in the production and promotion of Harvest Fair, this proposal comes solely from Friends of the Farms.

**3.** If appropriate, please list each project and amount of funding awarded and utilized from the Lodging Tax (Civic Improvement) Fund within the last five years (2013-2017).

None.

**4.** If any previous projects by the applicant were funded through the Lodging Tax (Civic Improvement) Fund and were not completed and/or if reports were not submitted to the City as requested, please explain:

N/A

**LODGING/TOURISM FUND APPLICATION**  
**Project Information**

**1. Describe the proposed project.**

**a. Scope:** Identify the Project's main objectives and how each will be achieved. Be as specific as possible about the proposed services, measurable impacts, distribution method, and costs.

**Main objectives**

Friends of the Farms requests \$7,500 in Lodging Tax/Tourism funds for tourism-specific targeted marketing for Harvest Fair and to enhance transportation options to attract day and overnight visitors to Bainbridge Island. We will collaborate with other sectors or our community to bundle options for guests, such as:

**Cultural and Heritage**

- Bainbridge Island Museum of Art
- Bainbridge Island Historical Museum
- Bainbridge Island Japanese American Memorial
- KiDiMu
- Bainbridge Performing Arts

**Recreation**

- Walking/hiking trails
- Biking
- Kayaking

**Business**

- Lodging
- Restaurants and Bars
- Winery Visits
- Retail Shopping

**How objectives will be achieved**

Objectives will be achieved through targeted marketing, enhanced accessibility to Harvest Fair, and collaboration and cross-promotion with other island nonprofits and businesses.

**Marketing:**

- Off island chambers of commerce and tourism websites
- Press releases to off island local newspapers
- Boosted social media posts
- Ads on Ferry Routes
- Posters
- Web Video
- Podcast
- City and County Concierge Associations

**Accessibility:**

- Providing shuttle service from the Bainbridge Ferry terminal to Harvest Fair and back throughout the day for walk-on visitors from outside of the area
- Increasing parking options through off-site shuttle drop-off and pickup
- Promoting Bike to the Fair through bike advocacy groups such as Squeaky Wheels

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Collaboration and cross-promotion:

- Encouraging BI hotels to offer discount to Harvest Fair visitors
- Collaborating with other island nonprofits and businesses to offer packages, such as hotel and restaurant packages
- Use website and social media to cross-promote with local businesses and visitor attractions

**b. Budget:** Include a detailed budget for the proposed project itemizing expenses and income. Include the amount requested from the Lodging Tax Fund and identify other sources of funding anticipated or obtained, including matching funds, as well as any in-kind contributions necessary to complete the project.

See attached.

**c. Schedule:** Provide a project timeline that identifies major milestones.

Friends of the Farms Harvest Fair occurs every September. Project planning begins 6 months prior to the event date. The project is managed by a half-time staff member and made possible by thousands of hours of work contributed by over 130 volunteers.

If applicable, please describe the project's scalability. How would the project scope and budget be adjusted should the full amount of the LTAC funding request not be awarded? Please provide specifics.

As a sustainable nonprofit with a 16 year history, Friends of the Farms is accustomed to prioritizing programs and activities that will achieve the greatest results with available funding.

**2. Provide a brief narrative statement to address each of the stated selection criteria. Describe outcomes anticipated from each criterion, as well as the overall project.**

**a. Expected impact on increased tourism in 2018.** Please provide specific estimates of how the project will impact the number of people traveling fifty miles or more to Bainbridge Island for the activity, or who will travel from another country or state outside of Washington State to attend the activity. If appropriate, compare/contrast this impact to the actual or estimated number of tourists at your event/facility in 2016 and estimates for 2017.

Friends of the Farms will use targeted tourism marketing to attract a minimum of an additional 150 new day and overnight visitors to Bainbridge Island the last weekend in September\*. We believe this is an achievable number, given the broad appeal of the Harvest Fair without past off-island marketing or advertising. Visitors will be encouraged to extend their stay by 1 – 2 days. Harvest Fair is attended by both families with young children, and adults without children. We will cross-promote to both audiences. Opportunities for families include museums, shops, parks, historic sights, and family-friendly restaurants. Adults without children attend Harvest Fair to enjoy all-day live music, food, and our wine and beer garden. We will cross promote with local wineries, restaurants, museums, and recreational activities geared toward active adult travelers, and evening entertainment such as at Harbor Pub, Treehouse, and Earth & Vine wine bar.

\*Note: Data from the Bainbridge Island Chamber of Commerce indicates that 600 visitors walked off the Seattle-Bainbridge ferry between 11am and 3:30pm on the Sunday of Harvest Fair 2016.

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**b.** Expected impact on or increase in overnight stays on the island. Please include actual or estimated numbers of tourists who will stay overnight in paid accommodations in Bainbridge Island lodging establishments in 2018 as a result of the proposed activities. Please include the basis for any estimates.

The Bainbridge Island Lodging Association advised us that while they do not have data for Harvest Fair dates, the event occurs during a key week in that it is considered shoulder season. The end of September is a transition time when lodging occupancy drops from approximately 80% to closer to 50%. We will be collaborating with BILA in 2018 to increase our mutual effectiveness.

This data was substantiated by phone conversations I had with the general managers of the Bainbridge Island Best Western and the Island Country Inn, who reported they anticipate occupancy of 60 – 65% on the last weekend of September 2017.

**c.** Projected economic impact on Bainbridge Island businesses, facilities, events, and amenities, including sales of overnight lodging, meals, tours, gifts, and souvenirs (helpful data may be found on the Washington State Department of Commerce website).

While current economic data specific to Bainbridge Island in September was not available we estimate a family with 2 adults and 2 children, or an adult couple visiting Bainbridge Island for an overnight stay to spend approximately \$800 (lodging, meals, retail/rental, admissions, incidentals) translating to an additional \$50,000 in revenue, with the potential for visitors coming specifically for Harvest Fair to increase lodging occupancy rates by 10% by extending their stay. Also important is the economic impact of day visitors who bookend Harvest Fair with dining, shopping, and other local activities.

**d.** The project's potential to draw visitors to the Island and increase overnight stays during the off-season, i.e., October 1 until Memorial Day.

Harvest Fair occurs on the cusp of off-season, the last Sunday in September. This weekend is considered a transition time by the Bainbridge Island Lodging Association, when occupancy rates begin to drop.

**e.** The applicant's demonstrated history of organizational and project success.

With a 16-year history, Friends of the Farms Harvest Fair has become an iconic community event for Bainbridge Island. Attracting an average of 2,000 people each year, it has become a multi-generational experience, as parents who grew up attending the fair or volunteering are bringing their children for a day on the farm. In a time when there is so much noise in our daily lives, Harvest Fair remains an opportunity for families to get outside, unplug, and focus the simple pleasures of a hometown community event.

Harvest Fair allows people of all ages to enjoy a day on Johnson Farm, which is part of 60-acres of public farmland managed by Friends of the Farms with hiking and biking trails, open spaces, an historic apple orchard, a pond, pea patch community gardens, and commercial farmland. Every year our volunteers work for a month onsite to ready the farm for Harvest Fair on the last Sunday in September. Rain or shine there will be live music all day, food vendors, a beer garden, rides, sheep shearing, cider pressing, a pie contest, nonprofit exhibits, and more.

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Our work includes:

- Maintaining and improving 60 acres of public farmland via a 30 year lease with the City of Bainbridge Island
- Providing affordable land access for farmers with long-term sub-leases on public farmland
- Connecting farmers to landowners with our FarmLink program, creating opportunities for emerging food producers
- Providing affordable housing opportunities for farm interns and new farmers
- Managing 14 pea patches for community members
- Providing educational opportunities for youth and adults through regular volunteer stewardship events, experiential farm walks, and community educational programs
- Offering recreational opportunities on farmland for hiking, birding, and picnicking
- Producing Harvest Fair, a family-oriented community event, focused on increasing awareness of the value of local food and agriculture

f. Describe any partnerships with other organizations and businesses in the proposed project – including efforts to minimize duplication of services where appropriate and encourage cooperative marketing.

Friends of the Farms Harvest Fair is an event unique to Bainbridge Island, requiring nearly 6 months planning and over 130 volunteers, so partnerships and collaboration are critical to our success.

Our partners include:

- Bainbridge Community Foundation
- Bainbridge Island Fruit Club
- Bainbridge Island Historic Preservation Commission
- Bainbridge Island History Museum
- Bainbridge Island Land Trust
- Bainbridge Parks Foundation
- City of Bainbridge Island
- Grange Hall
- Kids Discovery Museum
- Kitsap Community Foundation
- Kitsap Conservation District
- Lone Pine Studio
- One Call for All
- Rotary Club of Bainbridge Island

Additionally:

- Food using locally sourced ingredients plays a big role in Harvest Fair. Local restaurants such as Jake's Pickup, Clara's Wok, Emmy's Veggie House, J'amie Les Crepes, Bella Della's BBQ, and Bainbridge Island Beignets sell their food to our many hungry guests.

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- Local nonprofits have a tremendous presence at Harvest Fair, providing an opportunity to share the impact of their work throughout the community, including Bainbridge Arts and Crafts, Peacock Family Services, Bainbridge Island History Museum, Madrona School, Carden Country School, Bainbridge Island Fruit Club, Kitsap Regional Library, Puget Sound Energy Green Power, West Sound Bee Keepers, 4-H, Island School, Squeaky Wheels, and Sustainable Bainbridge.
- In 2016 we collaborated with volunteers from the new BARN studios to use funds granted by the Kitsap Community Foundation and Rotary to rebuild iconic rides, such as the Landslide, and improve parking, fencing, and trails to enhance visitor access and safety.

**g. Describe the degree to which the project goals and/or results can be objectively assessed.**

There is little baseline data available on the total economic impact of visitors to Bainbridge Island on a particular weekend, however Friends of the Farms can assess the success of our project goals by collecting information on:

- Total number of out-of-town visitors attending Harvest Fair
- Occupancy rates at local lodging on Harvest Fair weekend
- Data on number of visitors walking off the ferry on Bainbridge as reported by the Chamber of Commerce

**h. Describe the degree to which the project will leverage award funds with additional matching funds or donated in-kind goods or services.**

Increasing off-island visitors to Harvest Fair provides Friends of the Farms with the opportunity to leverage relationships with other local businesses, nonprofits, and service providers who in turn benefit from the increase in revenue and awareness by off-island visitors.



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<i>Harvest Fair - 2017</i>	Annual
	Budget
<b>EARNED INCOME</b>	
Interest Income	-
Rental Income	-
Lease Income	-
<b>TOTAL EARNED INCOME</b>	<b>-</b>
<b>CONTRIBUTED INCOME</b>	
Events	20,000.00
Individual Contributions	-
Corporate	3,500.00
Foundations	-
Government	-
<b>TOTAL CONTRIBUTED INCOME</b>	<b>23,500.00</b>
<b>REVENUE RELEASED (TO)/FROM RESTRICTION</b>	<b>-</b>
<b>TOTAL INCOME</b>	<b>23,500.00</b>
<b>EXPENSE</b>	
Re-Granting	-
Bank Fees	75.00
Computer Tech Support	-
Dues & Subscriptions	-
Food & Beverage	1,000.00
Honoraria/Awards	200.00
Insurance	-
Marketing	1,200.00
Payroll Wages & Taxes	7,257.60
Licenses, Permits & Fees	200.00
Postage	-
Printing	80.00
Professional Development	-
<b>Professional &amp; Outside Services</b>	
Misc/Repairs	-
Rentals	700.00
Contract Services	2,700.00
Legal	-
Accounting	600.00
<b>Total Professional &amp; Outside Services</b>	<b>4,000.00</b>
Rent	-
Supplies/Infrastructure	740.00
Travel (Tolls, Parking, Mileage)	-
<b>Utilities</b>	
Cable	-
Water	-
Electricity	-
Telephone	-
<b>Total Utilities</b>	<b>-</b>
<b>TOTAL EXPENSE</b>	<b>14,752.60</b>
<b>NET</b>	<b>8,747.40</b>

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**Harvest Fair Income & Expense - 2016**

<b>EARNED INCOME</b>	
Interest Income/Rent	-
Lease Income	-
<b>TOTAL EARNED INCOME</b>	-
<b>CONTRIBUTED INCOME</b>	
In-Kind Donation	-
Gross Receipts	18,771.20
Major Donor (>500)	-
Appeals (<499)	20.00
Corporate	3,500.00
Foundations	8,500.00
Government	-
<b>TOTAL CONTRIBUTED INCOME</b>	<b>30,791.20</b>
<b>REVENUE RELEASED FROM RESTRICTION</b>	-
<b>TOTAL INCOME</b>	<b>30,791.20</b>
<b>EXPENSE</b>	
Re-Granting	-
Bank Fees	63.44
Computer Tech Support	-
Dues & Subscriptions	-
Food & Beverage	841.78
Honoraria/Awards	-
Insurance	-
Licenses	-
Marketing	1,710.69
Payroll Wages & Taxes	4,690.01
Permits & Fees	89.00
Postage	9.40
Printing	78.29
Professional Development	-
Professional Services	
Misc/Repairs & Rentals	6,113.46
Contract Services	6,152.37
Legal	-
Accounting	551.25
<b>Total Professional Services</b>	<b>12,817.08</b>
Rent	-
Supplies/Infrastructure	2,425.63
Telephone	-
Travel (Tolls, Parking, Mileage)	-
Utilities	
Cable	-
Water	-
Electricity	-
<b>Total Utilities</b>	-
<b>TOTAL EXPENSE</b>	<b>22,725.32</b>
<b>NET</b>	<b>8,065.88</b>

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**Harvest Fair - Proposed 2018 Budget**

**Figures in Orange Include LTAC Funds**

**INCOME**

Event	\$	25,000
Corporate		3,500
LTAC Funding Request		<b>7,500</b>
<b>Total Contributed Income</b>	\$	36,000

**EXPENSES**

Bank Fees	\$	<b>90</b>
Food and Beverage		1,100
Honoraria/Awards		200
Marketing	\$	<b>5,000</b>
Payroll Wages and Taxes		7,300
Licenses, Permits & Fees		200
Printing	\$	<b>300</b>
Shuttle Rental	\$	<b>1,000</b>
Contract Services		2,700
Accounting	\$	<b>700</b>
Supplies and Infrastructure		900
<b>Total Expenses</b>	\$	19,490
<b>Net</b>	\$	16,510

**In-Kind Contributions**

Volunteers	2,000 Hours
Donated Tools and Machinery	\$3,000
Donated Landscape Supplies	\$2,000

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***Friends of the Farms Income & Expense - 2016***

<b>EARNED INCOME</b>	
Interest Income/Rent	10,648.05
Lease Income	6,792.58
<b>TOTAL EARNED INCOME</b>	<b>17,440.63</b>
<b>CONTRIBUTED INCOME</b>	
In-Kind Donation	-
Gross Receipts	56,924.19
Major Donor (>500)	8,000.00
Appeals (<499)	3,508.57
Corporate	3,500.00
Foundations	25,882.16
Government	-
<b>TOTAL CONTRIBUTED INCOME</b>	<b>97,814.92</b>
<b>REVENUE RELEASED FROM RESTRICTION</b>	<b>(32.36)</b>
<b>TOTAL INCOME</b>	<b>115,223.19</b>
<b>EXPENSE</b>	
Re-Granting	1,467.64
Bank Fees	1,003.68
Computer Tech Support	632.41
Dues & Subscriptions	146.49
Food & Beverage	9,830.23
Honoraria/Awards	33.87
Insurance	3,915.90
Licenses	114.00
Marketing	3,568.56
Payroll Wages & Taxes	56,816.09
Permits & Fees	179.75
Postage	234.19
Printing	10,732.94
Professional Development	-
<b>Professional Services</b>	
Misc/Repairs & Rentals	10,389.11
Contract Services	8,751.37
Legal	-
Accounting	8,501.97
<b>Total Professional Services</b>	<b>27,642.45</b>
Rent	4,903.00
Supplies/Infrastructure	3,516.79
Telephone	781.74
Travel (Tolls, Parking, Mileage)	-
<b>Utilities</b>	
Cable	1,194.97
Water	1,770.14
Electricity	5,554.25
<b>Total Utilities</b>	<b>8,519.36</b>
<b>TOTAL EXPENSE</b>	<b>134,039.09</b>
<b>NET</b>	<b>(18,815.90)</b>

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**Friends of the Farms Annual Budget - 2017**

	Annual Budget
<b>EARNED INCOME</b>	
Interest Income	-
Rental Income	10,814.00
Lease Income	6,367.28
<b>TOTAL EARNED INCOME</b>	<b>17,181.28</b>
<b>CONTRIBUTED INCOME</b>	
Events	38,000.00
Individual Contributions	42,000.00
Corporate	6,500.00
Foundations	15,989.70
Government	49,640.00
<b>TOTAL CONTRIBUTED INCOME</b>	<b>152,129.70</b>
<b>REVENUE RELEASED (TO)/FROM RESTRICTION</b>	-
<b>TOTAL INCOME</b>	<b>169,310.98</b>
<b>EXPENSE</b>	
Re-Granting	-
Bank Fees	895.00
Computer Tech Support	320.00
Dues & Subscriptions	616.00
Food & Beverage	7,100.00
Honoraria/Awards	200.00
Insurance	1,982.00
Marketing	1,400.00
Payroll Wages & Taxes	71,064.00
Licenses, Permits & Fees	314.00
Postage	540.00
Printing	625.00
Professional Development	500.00
Misc/Repairs	6,156.67
Rentals	700.00
Contract Services	50,840.00
Legal	3,000.00
Accounting	7,500.00
	<b>68,196.67</b>
Rent	4,884.00
Supplies/Infrastructure	1,690.00
Travel (Tolls, Parking, Mileage)	-
Cable	1,474.08
Water	2,316.76
Electricity	4,257.47
Telephone	936.00
<b>Total Utilities</b>	<b>8,984.31</b>
<b>TOTAL EXPENSE</b>	<b>169,310.98</b>
<b>NET</b>	<b>-</b>

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**Total Budget & Variance**  
**Report Through 7/31/2017**

<b>EARNED INCOME</b>
Interest Income
Rental Income
Lease Income
<b>TOTAL EARNED INCOME</b>
<b>CONTRIBUTED INCOME</b>
Events
Individual Contributions
Corporate
Foundations
Government
<b>TOTAL CONTRIBUTED INCOME</b>
<b>REVENUE RELEASED (TO)/FROM RESTRICTION</b>
<b>TOTAL INCOME</b>
<b>EXPENSE</b>
Re-Granting
Bank Fees
Computer Tech Support
Dues & Subscriptions
Food & Beverage
Honoraria/Awards
Insurance
Marketing
Payroll Wages & Taxes
Licenses, Permits & Fees
Postage
Printing
Professional Development
Misc/Repairs
Rentals
Contract Services
Legal
Accounting
Rent
Supplies/Infrastructure
Travel (Tolls, Parking, Mileage)
Cable
Water
Electricity
Telephone
<b>Total Utilities</b>
<b>TOTAL EXPENSE</b>
<b>NET</b>

2017 Projected Vs Budget		
Ann'l Budget	Projection	Variance
-	11.53	11.53
10,814.00	14,214.00	3,400.00
6,367.28	6,742.58	375.30
<b>17,181.28</b>	<b>20,968.11</b>	<b>3,786.83</b>
38,000.00	53,173.50	15,173.50
42,000.00	25,602.71	(16,397.29)
6,500.00	8,500.00	2,000.00
15,989.70	17,185.04	1,195.34
49,640.00	49,640.00	-
<b>152,129.70</b>	<b>154,101.25</b>	<b>1,971.55</b>
-	1,500.00	1,500.00
<b>169,310.98</b>	<b>176,569.36</b>	<b>7,258.38</b>
-	-	-
895.00	1,320.54	425.54
320.00	322.18	2.18
616.00	716.00	100.00
7,100.00	5,625.00	(1,475.00)
200.00	295.00	95.00
1,982.00	3,951.90	1,969.90
1,400.00	1,567.84	167.84
71,064.00	81,064.00	10,000.00
314.00	261.00	(53.00)
540.00	540.00	-
625.00	613.25	(11.75)
500.00	500.00	-
6,156.67	5,956.67	(200.00)
700.00	1,371.38	671.38
50,840.00	49,876.00	(964.00)
3,000.00	3,000.00	-
7,500.00	7,500.00	-
<b>68,196.67</b>	<b>67,704.05</b>	<b>(492.62)</b>
4,884.00	4,884.00	-
1,690.00	1,492.82	(197.18)
-	-	-
1,474.08	1,474.08	-
2,316.76	2,316.76	-
4,257.47	4,331.87	74.40
936.00	936.00	-
<b>8,984.31</b>	<b>9,058.71</b>	<b>74.40</b>
<b>169,310.98</b>	<b>179,916.29</b>	<b>10,605.31</b>
-	<b>(3,346.93)</b>	<b>(3,346.93)</b>

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September 13, 2017

Bainbridge Island Lodging Association  
Post Office Box 10895  
Bainbridge Island, WA 98110

Dear LTAC Committee members,

The Bainbridge Island Lodging Association would like to offer our enthusiastic support for the Friends of the Farm and for their request for funding through the City Improvement Fund.

BILA and Friends of the Farm are looking to partner on a lodging package that includes the planned Harvest Fair and incorporating other venues and events to encourage a multi night stay. The Island Lodging Association is committed to offering their event participants a special welcome and incentives. We will also provide a direct link on our website to their event page and website. We have been partnering and providing lodging packages for other events and feel this will be a great opportunity to encourage shoulder season overnight lodging. As with our other packages, lodging will be an important aspect to insuring these valued visitors have a positive island experience.

We look forward to supporting The Friends of the Farm in their future events and endeavors and understand the importance of working together with other island organizations to increase tourism and put a special touch on visitor experiences.

Sincerely,

Kelly Gurza  
Marketing Coordinator

Bainbridge Island Lodging Association  
[BainbridgeLodging.com](http://BainbridgeLodging.com)  
[DestinationBainbridge.com](http://DestinationBainbridge.com)